

Message Text

UNCLASSIFIED

PAGE 01 WELLIN 01347 132304Z

20

ACTION EA-10

INFO OCT-01 ISO-00 (ISO) W
----- 008615

R 132036Z MAY 75
FM AMEMBASSY WELLINGTON
TO SECSTATE WASHDC 9639

UNCLAS WELLINGTON 1347

E.O. 11652: N/A
TAGS: EAIR, NZ
SUBJECT: PAN AM'S INCENTIVE PLAN

REF: STATE'S 089687

EMBASSY REPEATING PERTINENT PORTIONS OF EXCHANGES OF TELEX
MESSAGES BETWEEN PAN AM'S NEW ZEALAND OFFICE AND THE GNZ
CONTROLLER OF AIR SERVICES POLICY, MINISTRY OF TRANSPORT.

1. PAN AM TELEX MAY 2.

"WISH TO CONFIRM THAT PAN AM PLANS CONTINUE DEVELOP
WORLD WIDE ITS INCENTIVE COMMISSION PLAN WHICH ENVISAGES
A COMMISSION STRUCTURE DIFFERENT TO THAT PRESENTLY USED.
YOU WILL BE AWARE PAN AM HAS RENOUNCED THE IATA AGENCY
COMMISSION RESOLUTION AND AS PREVIOUSLY ADVISED PAN AM,
US STATE DPT AND USCAB TAKE THE POSITION THAT COMMISSIONS
ARE NOT PART OF RATES/RULES FILLED UNDER BILATERALS."

2. MIN. TRANSPORT TELEX DATED MAY 2.

"IN VIEW OF THE ACTION TAKEN AT THE NICE IATA CONFERENCE
YOU ARE HEREBY DIRECTED IN TERMS OF YOUR LICENCE TO APPLY
ONLY FARES CMA RATES AND CONDITIONS OF TRAVEL INCLUDING
SALES COMMISSION WHICH HAVE BEEN APPROVED BY THIS
GOVERNMENT FOR CARRIAGE TO AND FROM THIS COUNTRY.
IN VIEW OF THE VOTE TAKEN ON SALES COMMISSIONS FILING
FROM AIRLINES EFFECTIVE 01 MAY FOR AN INCREASE IN SUCH
COMMISSION TO 7.5 PERCENT WILL BE FAVOURABLY RECEIVED.
NORTON."

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3. PAN AM TELEX MAY 7.

"YOUR TELEX 022230 NZHYA WISH TO RECONFIRM PAN AM'S
POSITION THAT AGENCY COMMISSIONS ARE NOT PART OF THE
RATES/RULES FILED UNDER BILATERALS ACCORDINGLY YOUR
DIRECTIVE REFERENCED ABOVE IS CONSIDERED TO BE
INVALID. PAN AM PLANS TO CONTINUE DEVELOPMENT OF
ITS INCENTIVE COMMISSION PLAN. REGARDS MORGAN"

THIS MATTER HAS NOT BEEN DISCUSSED WITH OFFICIALS OF THE
GNZ BY EMBASSY.
KILLGORE

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NNN

Message Attributes

Automatic Decaptioning: X
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